



EAGLESTONE

Corporate Presentation

September 2016

Eaglestone at a Glance

Financial Services Platform

- **EAGLESTONE** is a financial services platform focused in Sub-Saharan Africa (“SSA”) where it is currently established as a reference player for regional and international companies operating in the region
- **EAGLESTONE** is present with strong origination and execution capability in South Africa, Angola, Mozambique, Portugal and UK



EAGLESTONE
ADVISORY

- **Financial Advisory:** Structured Finance, Corporate Finance and Corporate Strategy



EAGLESTONE
ASSET MANAGEMENT

- **Asset Management:** structure and manage private equity club-deals and develop sector focused funds in SSA



EAGLESTONE
SECURITIES

- **Capital Markets & Research:** debt and equity origination, structuring and placement; quality research analysis in SSA

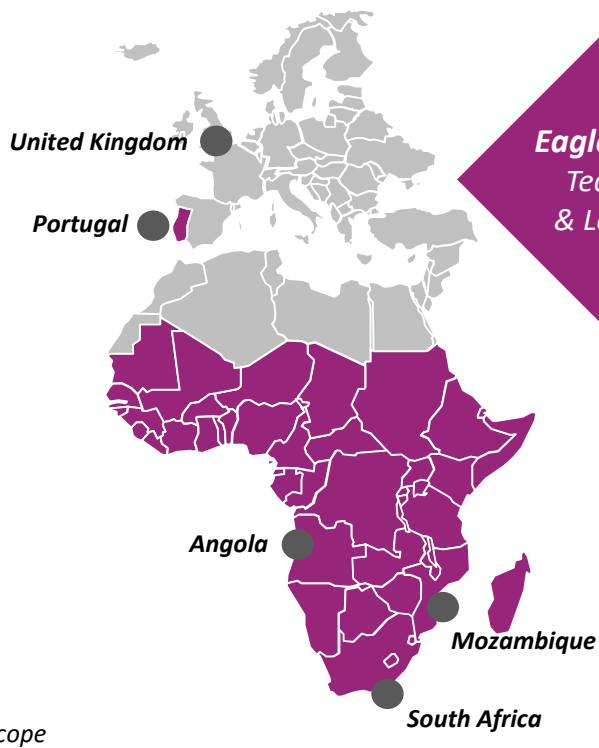
- Eaglestone Advisory Limited, is authorized and regulated by the United Kingdom Financial Conduct Authority and adheres to the highest standards of corporate governance

Vision & Key Drivers

- Continue to be a leading **investment banking firm with local presence in high growth underpenetrated markets**
- Maintain and further develop **highly specialized teams with in-depth knowledge and extensive experience in both products and geographies, in order to provide world class advisory and investment management services to our clients**
- **EAGLESTONE** aims to further develop its platform in Sub-Saharan Africa:
 - Root the strong infrastructure, energy and real estate sectors leading expertise and track record with the main hubs in South Africa, UK and Portugal
 - Expand Eaglestone’s established foot print, unique knowledge and quality services in SSA
 - Address ongoing funding needs of the public and private sectors to develop/improve key sectors such as infrastructure, energy, oil & gas, real estate, agribusiness and natural resources

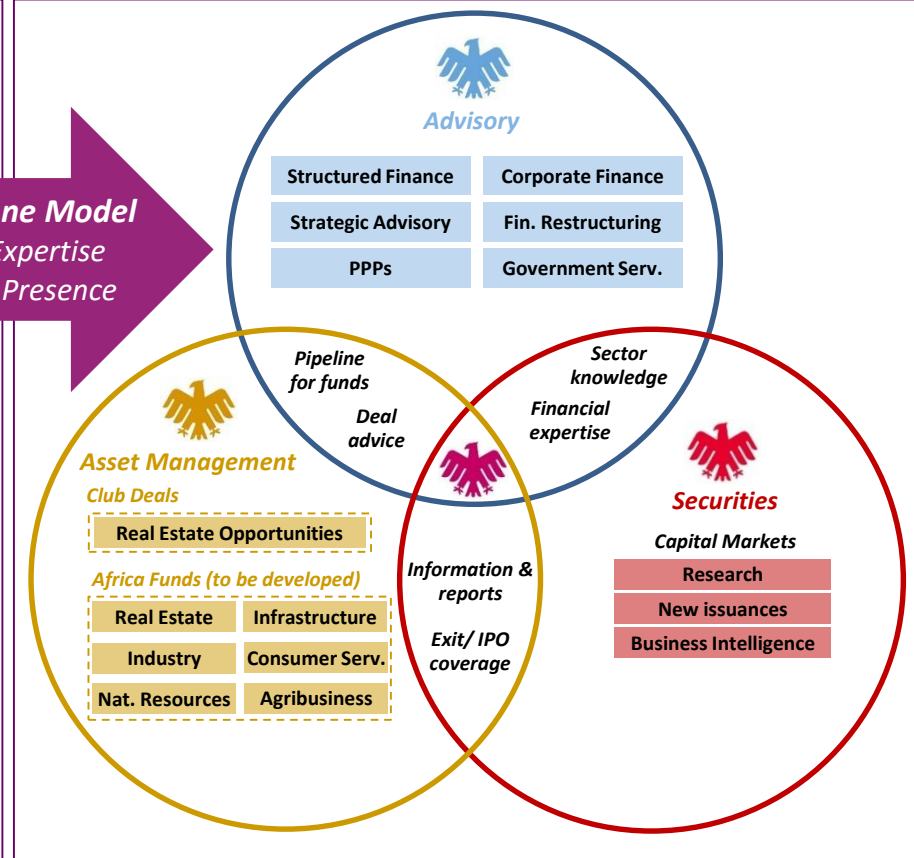
Eaglestone Business Model

Geographic Scope & Local Presence (37 Professionals)



Eaglestone Model
Team Expertise
& Local Presence

Business Areas



Key Distinctive Factors

1

Proven Track-Record

- EAGLESTONE has a **top quality team** with a proven deal closing track record in Africa and internationally

2

Market Recognition

- EAGLESTONE is already recognised in the market as a leading financial adviser. In 2012 it was awarded with the **African Renewable Deal of the Year 2012** by Project Finance International magazine and in 2014 it was awarded with the **Natural Gas Deal of the Year 2014** by World Finance magazine

3

Geographical Focus

- EAGLESTONE has a clear geographical focus in the **Sub-Saharan Africa** which enables to differentiate it from generic advisers and be recognised as an expert for transactions located in the region

4

Teams in the Ground

- EAGLESTONE has local teams with **local intelligence** and not dependent on flying in and out approach. Our **dedicated professionals** can therefore provide clients with in-depth expertise in various sectors and services

5

Access to Key Financial Centres

- EAGLESTONE has access to financial centres such as **London** and **New York** providing business opportunities and valuable network for our existing clients

6

Internal Research Team

- The **internal research capability** within EAGLESTONE provides unique insight into sectors and countries creating opportunities and enabling differentiation from competitors

Eaglestone's Expertise and Awards

Key Expertise in Energy and Infrastructure

Raised over **USD 7 billion** of funding for energy projects in Africa

Ongoing Pipeline in Africa of **3 Gigawatt** totalling **USD 9 Bn**

Team has worked on over **USD 75 billion** infrastructure projects









International experience in more than **100** infrastructure projects on over **20** countries

Awards



Key Transactions Closed

South Africa

| | |
|---|--|
| SolarReserve Debt Raising 2016  | Building Energy Debt Raising 2015  |
| Nojoti Wind Farm 88 MW Project Finance Advisory 2015  | Roggeveld 140 MW Wind Farm M&A Advisory 2014  |
| Witberg 78MW Wind Farm M&A Advisory 2014  | Jasper 75 MW Solar PV Project Finance Advisory & Debt Raising 2013  |
| Lesedi 75 MW Solar PV Project Finance Advisory & Debt Raising 2012  | Letsatsi 75 MW Solar PV Project Finance Advisory & Debt Raising 2012  |

Angola

| | |
|--|---|
| Oil & Gas Services Joint-Venture M&A Advisory 2016  | Odebrecht Ambiental Financial Advisory 2016  |
| Building Materials Company Financial Advisory 2015  | Oil & Gas Offshore Block M&A Advisory 2014  |
| Quick Service Restaurants Chain Financial Advisory & Debt Raising 2013  | Food Retail Company Assistance with ANIP, Financial Advisory & Debt Raising 2013  |
| Fish Capture & Processing Company Financial Advisory & Debt Raising 2012  | Beer Joint Venture Company Financial Advisory 2012  |





















Mozambique

| | |
|--|---|
| Zimpeto Retail Park M&A Advisory 2015  | Inhambane Wind Farm 30MW Project Finance Advisory 2014  |
| Gigawatt 100 MW Gas Fired Power Plant Project Finance Advisory & Debt Raising 2014  | Chókwé 120 MW Gas Fired Power Plant Feasibility Study 2014  |
| Health Unit Nampula Financial Advisory 2013  | Advertising Company M&A Advisory 2013  |
| Maputo Office Building K Center Investment Advisory 2015  | Maputo Office Building JFS Tower Investment Advisory 2015  |

Portugal

| | |
|---|--|
| SATA Airlines Financial Advisory 2016  | Travel Management Company Financial Advisory 2015  |
| Western Road Concession Independent Expert Review 2014  | Medinfar Financial Advisory 2013  |
| Magazine Publisher M&A Advisory (Portugal & Brazil) 2013  | Aquaculture Project Financial Advisory 2012  |
| Luxury Goods Company M&A Advisory 2012  | Lodging Company M&A and Debt Restructuring Advisory 2012  |









Ongoing Assignments

|  South Africa | | | | | |
|--|---|---|--|--|---|
| Sirius 75 MW Solar PV Project Finance Advisory Ongoing  | Dyason's Klip 1 75 MW Solar PV Project Finance Advisory Ongoing  | Dyason's Klip 2 75 MW Solar PV Project Finance Advisory Ongoing  | Bokomoso 75 MW Solar PV Project Finance Advisory Ongoing  | Zolograph Solar PV Project Finance Advisory Ongoing  | DP S79 Solar PV Project Finance Advisory Ongoing  |
| Zeerust Solar PV Project Finance Advisory Ongoing  | Droogfontein Solar PV Project Finance Advisory Ongoing  | Greefspan Solar PV Project Finance Advisory Ongoing  | Aggeneys 75 MW Solar PV Project Finance Advisory Ongoing  | Karusa 140 MW Wind Farm Project Finance Advisory Ongoing  | Soetwater 140 MW Wind Farm Project Finance Advisory Ongoing  |
| Roggeveld 140 MW Wind Farm Project Finance Advisory Ongoing  | Garob 140 MW Wind Farm Project Finance Advisory Ongoing  | Wolf 140 MW Wind Farm Project Finance Advisory Ongoing  | Redstone 100 MW CSP Project Finance Advisory Ongoing  | Limestone 150 MW CSP Project Finance Advisory Ongoing  | Rooipunt 150 MW CSP Project Finance Advisory Ongoing  |
| Kotulo Tsatsi 150 MW CSP Project Finance Advisory Ongoing  | Kruisvallei Small Hydro Project Finance Advisory Ongoing  | Rookait Small Hydro Project Finance Advisory Ongoing  | Soul City BEE Refinancing Project Finance Advisory Ongoing  | Sethekgo PPP Refinancing Project Finance Advisory Ongoing  | Optic 1 M&A Advisory Ongoing  |


|  Mozambique | |
|---|--|
| Chókwé 120 MW Gas Fired Power Plant Financial Advisory & Debt Raising Ongoing  | Retail Park Financial Advisory Ongoing  |
| Kay Center Office Building in Maputo CBD Financial Advisory Ongoing  | Cotton Project M&A Advisory Ongoing  |
| Commercial Real Estate M&A Advisory Ongoing  | Real Estate Projects M&A Advisory Ongoing  |
| Gigawatt 150 MW Expansion Financial Advisory & Debt Raising Ongoing  | 3 Mini Hydro Power Plants Financial Advisory & Equity/Debt Raising Ongoing  |

Ongoing Assignments (cont'd)













Angola

| | |
|---|--|
| <p>Commercial Bank</p> <p>Sell side M&A Advisory</p> <p>Ongoing</p>  | <p>Commercial Bank</p> <p>Buy side M&A Advisory</p> <p>Ongoing</p>  |
| <p>Salt Production Plant</p> <p>Financial Advisory & Debt Raising</p> <p>Ongoing</p>  | <p>Retail Real Estate Asset Sale & Leaseback</p> <p>Advisory</p> <p>Ongoing</p>  |
| <p>PPP Water Company</p> <p>Financial Advisory and Debt Raising</p> <p>Ongoing</p>  | <p>Trade Finance</p> <p>Debt Raising</p> <p>Ongoing</p>  |
| <p>Oil & Gas Environmental Company</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Group Restructuring</p> <p>Financial Advisory</p> <p>Ongoing</p>  |

Portugal

| | |
|--|---|
| <p>Lusoponte</p> <p>M&A Advisory</p> <p>Ongoing</p>  | <p>Douro Litoral Arbitral Court Process 1</p> <p>Financial Advisory</p> <p>Ongoing</p>  |
| <p>Douro Litoral Arbitral Court Process 2</p> <p>Financial Advisory & Debt Raising</p> <p>Ongoing</p>  | <p>Real Estate</p> <p>Equity Raising</p> <p>Ongoing</p>  |
| <p>Renewable Portfolio</p> <p>M&A Advisory</p> <p>Ongoing</p>  | |

Other Geographies

| | | |
|---|--|---|
| <p>Ghana -Bank Debt Raising</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Rwanda 15 MW Solar PV</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Uganda 10 MW Wind Farm</p> <p>Financial Advisory</p> <p>Ongoing</p>  |
| <p>Uganda PPP Accommodation Project</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Swaziland 12MW Lower Maguduza HPP</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Zimbabwe 600 MW Coal Fired plant</p> <p>Financial Advisory</p> <p>Ongoing</p>  |
| <p>Mauritius 30 MW Wind Farm</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Nigeria 100MW Solar PV Project</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Nigeria Gas Fired Power Station</p> <p>Financial Advisory</p> <p>Ongoing</p>  |
| <p>Kenya 15 MW Biomass</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Botswana 100MW PV</p> <p>Financial Advisory</p> <p>Ongoing</p>  | <p>Ethiopia Solar PV</p> <p>Financial Advisory</p> <p>Ongoing</p>  |

Proprietary Business Intelligence and Research

Eaglestone's Business Intelligence & Research unit focuses on the elaboration of and the regular publication of research notes across several countries in Sub-Saharan Africa, including Angola and Mozambique. These reports include updated macro and sector analysis, namely in sectors like banking, telecoms, retail and mining. The team released 14 research reports during 2015-16. In addition, this unit distributes a bi-monthly newsletter entitled "Inside Africa" and a weekly bulletin entitled "Africa Weekly" to more than 2,500 corporate contacts

Research Strategy and future Sectors

Angola

- Telecom Report
- Banking Report
- Infrastructure Report
- Retail Report
- Diamond Report

Mozambique

- Country Report
- Banking Report
- Telecom Report
- Infrastructure / Energy Report
- Mining Report

Mozambican Banks June 2016



Angola Macro April 2016



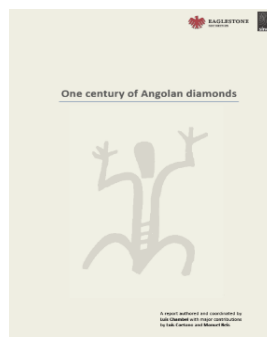
Mozambique Macro March 2016



Angolan Banking Sector October 2015



Angolan Diamonds October 2013



Angolan Telecom Sector May 2014




Africa Weekly



Newsletters Bi-monthly



Advisory – At a Glance

|  | ADVISORY SERVICES |
|---|---|
| Advisory Business | Scope of Services |
| <ul style="list-style-type: none"> ❖ Value added advisory targeting complex projects focusing on Structured & Corporate Finance and backed by the international experience developed by the Management Team ❖ Eaglestone’s advisory business provides high-quality, independent advice and execution capabilities in connection with Structured and Corporate Finance, Mergers and Acquisitions, Strategic Advisory, Financial Restructuring, Public Private Partnerships and Government related services | <ul style="list-style-type: none"> ❖ STRUCTURED FINANCE Advises companies, financial institutions and governments on structuring and raising financing on a non or limited recourse basis through project finance/ other structured finance structures ❖ CORPORATE FINANCE Advises companies on aspects of Corporate Finance through capital allocation, raising and structuring finance ❖ MERGERS & ACQUISITIONS Advises companies and investors on acquisitions, divestments, mergers and shareholders’ arrangements ❖ STRATEGIC ADVISORY Advises companies on developing business plans and on corporate restructuring requiring specialized analytical or structuring expertise ❖ FINANCIAL RESTRUCTURING Advises parties on turnaround, distressed and bankruptcy situations ❖ PUBLIC PRIVATE PARTNERSHIPS Advises private or public sector clients in implementing projects through PPPs ❖ GOVERNMENT SERVICES Advises Government agencies on policy, strategic and financial decisions |

Asset Management – At a Glance

|  ASSET MANAGEMENT | |
|--|---|
| At a Glance | <ul style="list-style-type: none">❖ Eaglestone Asset Management (“EAM”), one of the business lines of Eaglestone Group, conducts an asset management business which is attracting investors and partners’ interest in Sub-Saharan Africa (“SSA”): |
| | Club Deals <ul style="list-style-type: none">❖ Eaglestone is developing club-deals in the real estate sector, primarily focused in Angola and Mozambique |
| | Funds <ul style="list-style-type: none">❖ Eaglestone is analysing the launch of several sector-focused funds in SSA including infrastructure, real estate, general industry and consumer services and natural resource❖ These funds will aim to address SSA’s needs to develop infrastructure and local production as well as take advantage of increasing consumer demand and urban growth |
| Presence on the Ground | <ul style="list-style-type: none">❖ Presence on the ground is essential to conduct a successful private equity business, and our teams in Angola and Mozambique give us a distinct competitive advantage in markets which are largely untapped for private equity investment but which are characterized by increasing investor interest❖ Eaglestone is also present in South Africa and will consider opening offices in other SSA countries if this is necessary for the successful operation of the funds |

Capital Markets – At a Glance



CAPITAL MARKETS SERVICES

Capital Markets Business

- ❖ Eaglestone Securities takes advantage of local presence in Angola and Mozambique, to **provide innovative products to local players**
- ❖ Eaglestone Securities has in house capacity to originate, structure and distribute financial products, acting as a reference player to **provide exposure to SSA frontier markets**
- ❖ **Open access to Eaglestone Research Reports**, promoting Eaglestone as a preferred entity to do business in SSA

Scope of Services

❖ PRIMARY DEBT CAPITAL MARKETS

Origination, Structuring and Placement of Bonds (Sovereign Bonds, Corporate Bonds, and Commercial Paper), for both Cross Border or domestic markets

❖ PRIMARY EQUITY CAPITAL MARKETS

Origination, Structuring and Placement of Shares – IPO's, Privatizations, Public Offerings, targeting both Cross Border and domestic markets

❖ STRUCTURED PRODUCTS

Develop and structure tailor-made products for investors (institutional, high profile or retail clients) and corporate clients (FX, commodities, shares, bonds, derivatives)

❖ BROKERAGE

Trading, clearance and custody of securities on behalf of Eaglestone Securities Clients

❖ PORTFOLIO MANAGEMENT

Managing a portfolio of financial assets on behalf of a Clients supported by a mandate

❖ RESEARCH

Support capital market activity, provide valuable insight on countries, sectors or companies in SSA and contribute for the brand awareness

Eaglestone Senior Management



Pedro Neto – CEO & Founding Partner, Global Head of Asset Management

- Executive Vice-Chairman of Espírito Santo Investment Bank (“ESIB”) until June 2011 and responsible since 2000 of the project finance activity of Grupo Banco Espírito Santo
- Over 20 years experience in the banking sector and responsible for projects with a global investment in excess of €50bn spread over the 5 continents
- Chief Investment Officer in Escom (Espírito Santo Group company with a wide range activity in sub-Saharan Africa with a focus in Angola), Chairman of ES Concessões (GBES company responsible for financial investments in concession projects) and member of the supervisory board of Ascendi
- Was also an Executive board member of BES Oriente and non-executive board member in BES Investimento Brasil and BES Angola



Nuno Gil – Founding Partner, Portugal Country Manager, Global Head of Advisory

- Before joining Eaglestone, Nuno was a Managing Director in the Project Finance Team of ESIB in Lisbon
- Between 2006 – 2011, he was responsible for the bank’s project finance advisory activities after spending 4 years in London
- Nuno has over 18 years experience in project finance having worked as adviser and arranger in several international mandates in Mozambique, Angola, Portugal, Greece, Ireland, Bulgaria, Hungary, Senegal and Cap Verde across various sectors such as roads, railways, ports, logistic platforms, airports, accommodation and energy



Alan Apter – CFO, UK Country Manager, Global Head of Capital Markets

- Alan joined Eaglestone in July 2013 with 27 years of investment banking experience. He has worked for Morgan Stanley, Merrill Lynch and Renaissance Capital, among others
- He has worked exclusively with developing markets since 1992, primarily in Russia and Central and Eastern Europe, but also in China, India and Latin America
- His experience includes both capital markets and corporate finance work, including the first NYSE listed IPO from post-Soviet Russia
- Alan has advised numerous private equity funds and multinational companies on investments in Russia and other Central and Eastern European countries



Coenraad Krige – Managing Director, South Africa Country Manager

- Coenraad joined Eaglestone in 2012. Coenraad has led and worked on numerous local and international infrastructure transactions over the last ten years including renewable energy projects, roads, airports, power projects, PPP’s, railways, ports and communication infrastructure assets
- Prior to joining Eaglestone, Coenraad spent 2 years at Kensani and 8 years with Macquarie as a member of the Macquarie Capital Advisors and Funds teams
- Before that he spent the previous 6 years within the Macquarie Capital Advisors infrastructure team where he was responsible for Macquarie First South Corporate Finance’s infrastructure advisory business in South Africa



Vasco Gueifão – Managing Director, Mozambique Country Manager

- Before joining Eaglestone Vasco was, since 2010, with F9 Consulting (founding member in 2001) responsible for promoting the company’s financial services internationally
- Between 2007 and 2009 was Director of Project Finance in Banco Português de Investimento (BPI), responsible for financing processes in a Project Finance regime
- Between 2005 and 2007 was financial adviser for the joint Secretary of State of the Ministry of Public Works, Transport and Communication of the Portuguese government
- Between 1991 and 2000 worked in Investment Banking, rendering financial advisory services in Corporate Finance and Project Finance of Banco Mello de Investimentos



Brice Beumo – Managing Director, Head of West & Francophone Africa

- Brice joined Eaglestone in 2015 and is located in the UK where he covers the Francophone countries throughout Sub-Saharan Africa. He is a business development executive with experience in international and local capital markets, project finance and fund management across SSA
- Prior to joining Eaglestone, he was a founding Partner and board member at Gemfonds Plc in London, a global emerging market hedge fund. He has also held senior roles at Ecobank Capital, Renaissance Capital and Irokosecurities (Portfolio Company of FMO’s private equity arm)



Pedro Valle-Domingues – Managing Director, Angola Country Manager, Strategic Planning & New Business

- Between 2014 – 2015, Pedro was responsible for the Asset Management investment support team and coordinator of the strategic planning and new business department
- Pedro has more than 9 years of investment banking experience between Lisbon and New York having worked in: Strategic Planning, Leverage and Acquisition Finance, Project Manager in the set-up of an Investment bank and Broker Dealer in New York, Structured Finance, Syndication and Capital Structure Advisory
- Pedro has worked in transactions in various countries in Europe, America and Africa across several sectors: energy, renewables, infrastructure, real state and petrochemical

Eaglestone Senior Management (cont'd)



Koosum Kalyan – Advisory Board Director

- Koosum is an Advisory Director at Eaglestone. Her career in Africa involves new country entry and new business development in Angola, Libya, Tanzania, Equatorial Guinea, Nigeria and downstream activities in Mozambique and Ghana, where she has played a key role in negotiations with stakeholders, Presidents, Prime Ministers and Ministers
- Currently, she serves on the following Boards as Non Executive Director: Mobile Telephone Networks Holding (MTN Group), South African Bank Note Company, Petmin Mining, EdgoMerap (London), Haileys Energy Services (Sri Lanka), AOS Orwell (Nigeria) and Aker Solutions (Norway). Koosum is a member of the Investment Advisory Council of the President of Togo in West Africa where she assists the President and the government in identifying new opportunities and projects in all sectors
- Prior to this, she was a Senior Business Development Executive for Shell International in London in Oil and Gas Exploration in Africa and Non Executive Director at the Standard Bank Group



Ana Corvalan – Managing Director, Appointed Representative of Eaglestone Advisory Ltd

- Ana has more than 28 years of experience in Corporate & Investment Banking across Europe, Africa, Central Asia, Australia and Latin America
- Before joining Eaglestone, Ana was Executive Director of EMFC Loans Syndication with focus on Sub Saharan Africa projects. Prior to EMFC, Ana was Director at Espirito Santo Investment Bank in London, dealing with Structured and Project Financing across EMEA and Australia
- In her banking career she has been involved in Project & Structured Finance (at Director and Managing Director levels), Relationship Management, Risk Management, Business Development and Business Remediation
- In the last 10 years she has been Arranger in transactions comprising EURO 40Bn of total debt covering Infrastructure, Energy and Environmental sector clients worldwide.
- Her sectors of expertise comprise Oil & Gas, Renewable Energy, Power, Metals & Mining, Waste & Water and Infrastructure sectors



Egídeo Leite – Managing Director, Eaglestone Mozambique

- Egídeo Leite has been involved in major investments coming into Mozambique, such as Vale and Vodacom Mozambique where he was Board Director
- Egídeo is a Co-Founder of Insitec Group where is was responsible for the rapid development of that Group that became one of the biggest Mozambican Groups with shares in several relevant companies such as Banco Comercial e de Investimentos (BCI), Nacala development corridor (CDN) and Mphanda Nkuwa Hydropower
- Egídeo served as CEO of the Mphanda Nkuwa Hydropower project a 1,500 MW project on the Zambezi River, 60 Km down side Cahora Bassa Dam



Brett Botha – Director, Advisory Johannesburg

- Brett joined Eaglestone in 2014. Prior to this, Brett was Head of the Infrastructure and Telecommunications team within Nedbank Capital responsible for leading the team in securing funding, advisory, underwriting or arranging mandates for transport, telecommunications, energy, water, industrial and social infrastructure transactions predominately on the African continent
- Brett has 15 years of banking experience, 12 years of experience in infrastructure project finance and three years of experience in the financial management of structured tax and project finance transactions
- Prior to Nedbank Capital, Brett held the position of financial manager of a company operating in the construction sector.
- Brett is registered as a CA (SA) and completed his articles at KPMG Inc.



Luís Rebelo – Executive Director, Head of Advisory Portugal



- Before joining Eaglestone, Luís worked as Senior Adviser to the Board of Directors at Mii Capital in the launch of a financial advisory start-up company
- During 2010, Luís worked as Director of Corporate & Project Finance at ESCOM, in Angola, where he was responsible for the development and monitoring of existing businesses
- From 2008 to 2009, he worked as Chief Investment Officer at TCN/IBRD (real estate developer)
- Previously, Luís was Senior Director at Banco Finantia, where he performed several M&A and valuation assignments in several industries, and prior to that, he was Associate Director at Banco Efisa where he was involved in Corporate Finance, Project Finance and Fixed Income assignments


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